ASBESTOS

1701 Winter Street. Philadelphia, Pa.

A MONTHLY MARKET JOURNAL
Devoted to the Interests of the
Asbestos and Magnesia Industries

MAY 1931

ORIGINATORS OF MODERN MERCHANDISING METHODS • • • •

This new handy carton will help you keep pace with the speed of modern business • • • • • • • • • • •

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It protects the Jackets from breakage and keeps them clean • • • • • protects the soft neutral tone of ivory in which each Jacket is finished • • • • •

And your customers will like its easy handling qualities • • •

Three wide gold lacquered bands and solid insulating top piece packed with each carton • • • •

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AT THEIR FACTORIES IN

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Green Label Insulating Products

... ASBESTOS ...

A MONTHLY MARKET JOURNAL
DEVOTED TO THE INTERESTS OF THE
ASBESTOS AND MAGNESIA INDUSTRIES

A. S. ROSSITER - - EDITOR

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Edward Slade and His Varied Experience in the Asbestos Industry

(Which also includes quite a bit of history concerning the Canadian Asbestos Mines.)

Edward Slade, now Vice President of the Marshall (formerly Slade) Asbestos Corporation, of Troy, N. Y., has been interested in asbestos since 1902, when he joined a friend, W. R. Kerr, in organizing a company to mine Asbestos in Thetford Mines and Black Lake. The Company was known as the American Asbestos Corporaton.

Mr. Slade was born in Chestnut Hill, Boston, Mass., on February 7th, 1874. He took the engineering course at Harvard, Class of 1895, entering the engineering department of the New England Telephone Company during the summer of 1895, where he remained until the fall of 1897.

He then became interested in an electrical contracting business in Quebec, Canada, installing electric light and power wiring and complete units in industrial plants.

In 1899 Mr. Slade was appointed General Manager of the Jacques Cartier Electric Power Company, a hydro-electric power development supplying electric power to Quebec City.

During the spring of 1902, W. R. Kerr, who held an option on the Arthur Murphy asbestos properties in Black Lake, succeeded in interesting Mr. Slade in the development of these properties. The deposits had not been operated for several years, but records showed that the owner had taken out several carloads of No. 1 and 2 Crude from

the two pits which, when Mr. Slade examined them, were full of water. The dumps, however, showed a very large percentage of good mill rock and there were several showings of good ore above the level of the water in the pits.

By the summer of 1903 Kerr and Slade had opened a third pit which proved to be very rich in both crude and mill ore and they shipped several carloads of crude to Germany at profitable prices. It was about this time that they decided to form a company, selling enough stock to take up the option and build a mill to recover the large tonnage of short fibre in the ore which was accumulating on the dumps.

Mr. Slade succeeded in interesting Henry M. Whitney of Boston, who became so enthusiastic over the possibilities of the industry that he agreed to furnish the additional capital required to develop the property on a large scale. This led to the formation of the American Asbestos Corporation. Additional land amounting to about 300 acres was purchased from King Brothers of Quebec, giving them all the land between the Murphy lots and the river. It also gave them an ideal mill site beside Quebec Central Railway.

During the fall and winter of 1903-04 the Corporation constructed the largest mill in the district at that time. It also laid out streets, installed a water system and built several houses for its employees. Several innovations embracing original ideas in the method of treating ore were adopted, and these proved to be of great benefit as they created a ready market for the product, due to its superior quality. This was the first asbestos mill to adopt electric power in place of steam power. About three years later the Shawinigan Power Company ran its power line into the district and all the mills were changed over to electric power in due course.

In 1905 the Corporation purchased the two adjoining properties which had not been operated for several years, but both had good production records and a great deal of valuable ore in sight, as well as several thousand tons of good milling ore in the dumps. These two properties were known as the Scottish Canadian and the Glasgow & Montreal. As these two properties were on the hillside above the

original workings of the Corporation, they proved to be a valuable acquisition, as a connecting tunnel was run under the bottom of the workings where the ore was richest. This ore was carried by a gravity railway to the mill.

Early in 1906 Mr. Whitney purchased for his own account the Kings Asbestos Company of Thetford Mines, then the largest producer of asbestos in the world. At about the same time he became heavily interested in some coal deposits in southern Massachusetts and in Rhode Island, and as he went into extensive development of these coal properties, he expressed a desire to be relieved of his Black Lake holdings. With an option from Mr. Whitney, Mr. Slade succeeded in interesting some Montreal capitalists and a firm of Philadelphia bankers, this leading to the formation of the British-Canadian Asbestos Corporation in 1907. Within a year this corporation's operating results were so successful that the directors took an option on the King Mine from Mr. Whitney.

R. H. Martin was at that time sales agent for the product of the King Mine and was also the owner of the Beaver Mine. He was persuaded to join in the amalgamation of all the asbestos mines in the district which could be purchased at reasonable prices. The directors of the British-Canadian Asbestos Corporation enlisted the cooperation of a firm of London bankers and together organized and promoted the Amalgamated Asbestos Corporation, which controlled the following: British Canadian Corporation, the Scottish-Canadian Asbestos Co., Ltd., and the Glasgow & Montreal Asbestos Co., Ltd., all of Black Lake, the King Asbestos Mines, Ltd., of Thetford Mines, and the Beaver Asbestos Mines of Thetford, also extensive Asbestos deposits in East Broughton. This took place during the years 1908 and 1909. The Amalgamated Asbestos Corporation was the nucleus of what is now known as the Asbestos Corporation Limited.

In 1910 Mr. Slade resigned from the Amalgamated Asbestos Corporation to become chief engineer and sales manager of the Black Lake Consolidated Asbestos Corporation, which was formed by some prominent Montreal capitalists to acquire the properties of the Union Asbestos Com-

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Distributors and appliers of Carey Pipe Coverings know that it saves time and trouble to place just *one* order for all the insulating materials needed for any job. They also profit by the sales help which the seasoned Carey field force can frequently offer, and by the engineering and research facilities which are at their service.

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THE PHILIP CAREY COMPANY

Main Office

***Lockland*, Cincinnati, Ohio**

"Asbestos & Insulation Specialist for 58 Years"

pany, the Belmina Mine and the extensive properties of the Black Lake Chrome & Asbestos Company. He remained with the Black Lake Consolidated Asbestos Corporation for two years, and then became interested in several mining properties and prospects in the provinces of Quebec and Ontario, with J. M. Forbes, which they prospected for several years. One of these was the Slade Forbes Asbestos Company of Porcupine, Ont. This was an extremely promising looking deposit of Crude Asbestos but the quality proved to be inferior, being harsh as compared with the Quebec quality, and incapable of spinning into yarn without too great loss. The property was therefore abandoned after quite an extensive development in the way of mining plant.

In 1919 Mr. Slade turned his attention and asbestos experience to the manufacturing field, particularly asbestos textiles. He originated the idea of brake lining made of asbestos-metallic cloth, which was first impregnated with a waterproof saturant, then folded and stitched with brass staples, after which it was pressed and baked.

In recent years he has devoted a great deal of time to the development of processes whereby the shorter grades of mill fibre could be used in place of the long spinning fibres.

In 1921 he organized the Asbestos Spinning & Weaving Corporation, with factory at Waterford, N. Y., being Vice President and General Manager. In 1924 he organized the Slade Products, Inc. (later Slade Asbestos Corporation) with factory at Troy, N. Y., of which firm he is at the present time Vice President and General Manager, but which was reorganized during 1930 under the name of the Marshall Asbestos Corporation. The Marshall Asbestos Corporation has factories at Watervliet, N. Y., and Green Island, Troy, N. Y., and manufactures asbestos brake lining and other asbestos textile products under patented processes and machines controlled by Mr. Slade.

From

CRUDE ORE

to

FINISHED PRODUCT

Johns-Manville carries on the entire manufacturing process of asbestos. Mines in Arizona and Canada, thirteen factories located strategically across the continent and branch offices in all large cities cooperate in the supreme idea of service.

In a hundred ways Johns-Manville products contribute to the comfort of modern life and to the efficiency of industrial establishments. There are Johns-Manville Asbestos Shingles, automobile brake linings and Improved Asbestocel heater pipe and boiler insulations. Besides these, Johns-Manville makes scores of items ranging from asbestos curtains that protect theatre audiences to the packings, insulations and cements which make it possible to heat large buildings, and to operate great power plants.

Johns-Manville

CORPORATION

EXECUTIVE OFFICES: NEW YORK

Branches In All Large Cities

JM

CORPORATION

Highest Steam Pressure Plant in America in Operation

(At the Plant of the Philip Carey Mfg. Company)

The high pressure power plant of The Philip Carey Mfg. Company at Lockland, Ohio, was put in service at midnight, Sunday, May 3rd, 1931.

The boiler pressure is 1840 lbs., which is the highest pressure in use in America and the plant as a whole is the largest, highest pressure industrial plant in the world. Two 6000 horse power 5 cylinder triple expansion engines, totalling 12,000 horse power, operate three phase alternating current generators and the exhaust steam from these engines at 60 lbs. back pressure is discharged into evaporators which generate low pressure raw steam for process work thruout the paper mills and other sections of the plant. The exhaust steam from the engines is condensed and returned to the boilers giving distilled water service thruout the boiler and engine circuit.

The plant is the most advanced engineering project of its kind that has ever been built and The Philip Carey Mfg. Co. will later provide facilities for inspection and observation of engineers from all over the world who are interested in this plant.

The advancement which is evidenced in the design and construction of this plant is in line with the policy of The Philip Carey Mfg. Co., as evidenced in their research and development of their various products used for pipe covering, roofing, expansion joints for roads, shingles, etc.

George D. Crabbs, President of the Company, together with Wm. J. Moeller, Vice President; Wm. Burchenal, Supt.; Max Paul, Chief Engineer; Joseph Paul, operating engineer, and other officials and employees of the company were all in attendance at the initial starting of the plant. W. E. S. Dyer, the consulting and designing engineer from Philadelphia, was also in attendance.

Bell
Asbestos Mines

Thetford Mines, P. Q., Canada

HIGHEST QUALITY
Crudes and Fibres
of all Grades

Shipped to All Parts of the World

Sales Agents

KEASBEY & MATTISON COMPANY

AMBLER U. S. A. PENNA.

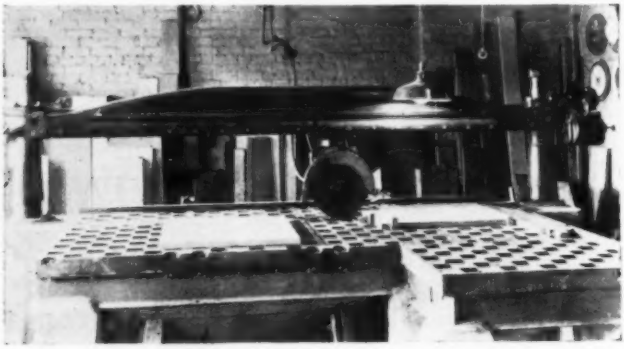
A New Cutter

Developed for Cutting Asbestos Products

The DeWalt Products Corporation of Lancaster, Penna., has for some time realized the need for a stone cutter especially adapted for the cutting of Asbestos Cement Products.

But before attempting to place such a machine on the market they cooperated closely with those who used asbestos cement board, ebony asbestos board, etc., in order to erect a machine which would be entirely satisfactory for the purpose.

The photograph illustrates their Model O Long Arm Stone Cutter which can be used for both cross-cutting and beveling 8 ft. material with direct power. Other models have 6 ft., 10 ft., and 12 ft. capacities.



Model "O" for Cross-cutting or Beveling 8 ft. material.

Electrical manufacturers and power companies who use asbestos cement board and ebony asbestos in the building of switchboard panels, circuit breakers, meter boxes and line electric heaters and electric furnaces, etc., find that by being equipped to cut materials to size from standard sheets as needed, they avoid costly delay as well as the necessity of carrying large stocks of special sizes.

GARCO ASBESTOS TEXTILES

ROVING, YARN, CORD, THREAD
BRAIDED AND WOVEN TUBING
ASBESTOS CLOTHS FOR EVERY PURPOSE
FIRE RETARDANT CURTAINS
VALVE STEM, HIGH PRESSURE AND
SHEET PACKING
DIE-FORMED PACKING RINGS
BRAKE LINING — CLUTCH FACINGS

ROVING, FINE YARN, CORD AND LISTING MADE
FROM NON-FERROUS FIBRE

GENERAL ASBESTOS & RUBBER DIVISION
OF RAYBESTOS-MANHATTAN, INC.,
NORTH CHARLESTON, S. C.

OVER 800,000 FEET

More than 800,000 feet of Ric-wiL **Loc-liP** Conduit Systems have been installed in the United States and Canada. Yet the most significant point lies in the fact that, of these 800,000 feet, thousands of feet represent repeat orders.

Certainly this is added evidence of the super-efficiency of Ric-wiL Conduit Systems. It indicates the wide acceptance of Ric-wiL Systems by leading Architects and Engineers throughout the United States.

Ric-wiL Engineers offer a dependable service of exceptional merit. Avail yourself of this Service—without obligation.

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AGENTS IN PRINCIPAL CITIES

REG. U. S. PAT. OFF.

RIC-WIL

CONDUIT SYSTEMS FOR UNDERGROUND STEAM PIPES

One user of this machine constructs chemical process hoods. This user is cutting 3/8" asbestos board in 8 ft. lengths in 40 seconds on the 4 H. P. machine, with 1/4 in. abrasive cutting wheel. Three quarter inch board can be cut in 75 seconds.

Other users of these materials find the cutter handy in cutting the material for ovens, dryers, humidifiers, incubators, etc.

The manufacturer will be glad to send circulars and information as to prices, etc., upon request.

Asbestos Auto Bodies

(Really a Possibility Tho Not Yet On the Market)

We are indebted to our London correspondent, for a copy of the April 14th issue of *The Motor*, which gives further details concerning molded asbestos auto bodies, mentioned in our April number.

According to *The Motor*, the material consists of inner and outer layers of a kind of canvas, between which there is a compound containing asbestos fibres.

The material is said to be strong, durable and fireproof. The external surface is very smooth and takes a glossy cellulose finish, giving the same appearance as a metal panel. The cellulose keys itself to the surface so thoroly that if the body be given severe blows with a hammer, the paint shows no signs of chipping.

It requires an exceptionally heavy impact to cause the material actually to give way—hitting with a hammer does not even produce denting. If, however, a hole is made in the material it can be readily mended by applying a patch at the back, building up the outer surface with a special cement, and finally applying cellulose to make the repair invisible.

When ready for molding, the material is extremely easy to manipulate as it resembles in its properties a thick piece of wet blotting paper. Consequently, quite a cheap wooden mold is sufficiently strong and durable as a means of shaping the material. After being placed in the mold it requires a period of only two hours or so in order to dry and become hard. No pressure is needed in this shaping

process, nor is artificial heat required to complete the drying.

Molds of various shapes can be produced very cheaply and changes in design made at any time without undue cost—another great advantage as automobiles must follow the dictates of fashion.

These bodies should appeal to the motorist as, being non-metallic, they are naturally "dead" to vibrations, or in other words—non-resonant. The material is said to be a very bad conductor of heat, which should mean that it would be cool in summer and warm in winter.

Samples of the material tested by immersing in water for long periods show very little porosity.

Developments of these asbestos auto bodies are in the hands of Laminoid, Ltd., 32 Sackville St., London, W., England, to which company we have written for further data.

The Motor believes that while it may be some time before this body is actually on the market, eventually it will prove to be an active competitor with existing type of coachwork.

Any Mail for Norbestos

On April 6th a new Post Office was opened under the name of NORBESTOS at the property of the Nicolet Asbestos Mines, Limited, situated about 10 miles east of Danville, Quebec, on the C. N. R. The name Norbestos was chosen on account of the northerly location of the property.

The mine is now entering its second year of production under the management of G. M. Boyd, who was in charge of the design and construction of the Mining and Milling Plant.

FOREIGN AGENCY DESIRED
For
ASBESTOS PRODUCTS OR ENGINEERING SPECIALTIES
STONE INDUSTRIAL EQUIPMENT COMPANY
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ASBESTOS

ASBESTOS CORPORATION LIMITED

PRODUCERS OF

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ASBESTOS

CRUDES, FIBRES AND SHORTS

THETFORD MINES

QUEBEC CANADA

Russia

A Reply to A. V. MiKadze's Article.

E. Schaaf-Regelman, of New York City, President of the Regal Asbestos mines in Arizona, makes the following reply to the statements of A. V. MiKadze in our April issue:

My statement that the present demoralization of the Asbestos industry is due to Russian dumping, and that the future of the American Asbestos industry is in jeopardy thereby, has been challenged by so-called statistical figures. Statistics, when interpreted by experts are guides, but jokingly, yet justly, it has been said that there are three catagories of lies in the world: first, ordinary lies; second, damnable lies, and third, statistics.

The slump in the asbestos business started about the middle of 1929, when the stock market, the automobile business and other big industries were still booming, but when the first shipments of Russian Crude Asbestos had arrived in this country and were offered below market prices with assurance of still lower prices if the quantities wanted were to be increased.

To say that only 4,000 tons or a little over 2% of the asbestos imported into the United States during 1930 was Russian Asbestos is "statistics", which need scrutiny and elucidation before they can be accepted at face value.

It is necessary to point out that these 4,000 tons are all Crude Asbestos, or equivalent grades under different denominations, and this figure should therefore be compared with the imported Crude Asbestos from other sources.

To simplify the issue, we will compare only the import of Canadian asbestos into the United States during the last two years.

We received in 1929 from Canada 5,938 tons of Crude and in 1930 1,736 tons, while Russia brought in during 1929 only 225 tons, but their share in 1930 was over 4,000 tons (all tons 2240 lbs.)

Therefore it is evident that Russian Crude Asbestos has, during the last year, largely replaced the Canadian Crude.

ASBESTOS

Arizona Crude
Italian Crude
Canadian Crude
Canadian Spinning Fibre
Canadian Shingle Fibre
Russian Crude
Rhodesian Crude
South African Blue Crude
South African Yellow Crude

ASBESTOS LIMITED INC.
8 West 40th Street : New York City
Works: MILLINGTON, N. J.

ASBESTOS

During the middle of 1929, when the first appreciable quantities of Russian Crude came to this country, American asbestos textile plants were paying $500. for Canadian Crude No. 1; they received remunerative prices for their manufactured goods, and the Canadian producers were satisfied, — everybody could make a fair profit.

With Russian Crude No. 1 first being offered slightly over $400., then at $350., later at $300., and now at about $200., other grades still lower, with promises of once more lower prices if quantities ordered are increased, nobody knows where the bottom is, everybody cuts under everybody else's prices and no one is making any money.

The Canadian producers finding present price levels unremunerative, one after the other is closing down, and since our industries require about 200,000 to 250,000 tons of mill fibres and shorts per year, which are being produced only in Canada, a grave danger threatens our whole industrial life if Canada should cease to produce these 250,000 tons of asbestos mill fibres and shorts, of which there is no other source of supply.

However, Russia is building mills for the production of all grades of asbestos mill fibres, on a scale much larger than anything attempted hitherto, and they are building factories to turn these vast quantities of asbestos fibre into shingles, paper, millboard, pipe and boiler covering, etc., and one does not have to be very far sighted to realize the aim to strangle the Canadian and American asbestos industries and to supply the needed asbestos goods to the world from Russia. This can easily be accomplished as no capital investment was needed to acquire the Russian Asbestos mines — they were simply taken away from the former owners.

It is claimed by Soviet officials that Russian wages compare favorably with those in other European countries. Undoubtedly this means "favorably" from a Soviet administration standpoint. Read what the Honorable Tasker L. Oddie, United States Senator from Nevada, who has made a special study of Russian labor and wage conditions, says in a recent issue of "National Republic:"

"The Soviet Government has recently put into

JOHNSON'S COMPANY

Established in 1875

Head Office

Thetford Mines, P. Q., Canada

Mines

Thetford, P. Q.
Black Lake, P. Q.

New Mill at Thetford Mines now in operation. Shall be glad to submit samples of new grading upon request.

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Agents for Japan

S. SAITO & CO.

5th Floor Marunouchi Bldg. TOKYO

effect decrees that leave no room for doubt that the people of Russia are compelled to accept wages arbitrarily set by the state. There is no competitive or free labor market in Russia. There is but one employer, the Soviet Government, which sets the terms and conditions of employment, and no system of slavery on a more colossal scale has ever been conceived or organized.

"By confiscating private property the Soviet Government has further destroyed the freedom of the individual. The issuance of fiat currency, becoming more and more worthless, is another device designed effectively to rob the Russian people and maintain serfdom and extend the system of slavery. The incentive of the individual to accumulate from the savings of his labor has been completely destroyed."

If we want to compete with Russia, we would have to confiscate the mines, force the former owners to work in them, shoot them if they would not, but remove their clothes first as the clothes could be worn by others willing to work. The workers could be housed in bunkhouses with three decks of wooden bunks and straw filling, while cabbage soup would be the culinary mainstay for the mine workers, while the administrators have caviar and "Schwammerln".

Russia Bans Canadian Goods.

In retaliation for the action of the Dominion of Canada in placing an embargo on Russian materials, the Soviet Government has issued orders forbidding Soviet importing organizations and trade representatives abroad to buy any Canadian goods or use Canadian shipping. It is said that between one and two million dollars worth of Canadian trade will be affected.

U. S. Tariff Hearing Postponed.

The hearing on alleged unfair practices in the United States in the sale of Russian asbestos, scheduled to be held May 19th, has been postponed indefinitely. In the meantime, further imports of Russian asbestos are to be placed under bond pending investigation of the charges. Bonding the imports will protect the interests of both Russian importers and United States producers.

ASBESTOS

Allbestos
CORPORATION

MANUFACTURERS OF ASBESTOS TEXTILES

SPECIALIZING IN ASBESTOS
YARNS OF SUPERIOR QUALITY
FOR
PARTICULAR REQUIREMENTS

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Woven Brake Lining and Allied Products
Non-Ferrous Cloth
Plain Cloth
Asbestos Tapes and Wiping Cords
Asbestos Wick and Rope
Pure Asbestos Carded Fibres

❖ ❖ ❖

Manufactured in Our Own Plant from the Raw Materials

Allbestos Corporation

21st St. and Godfrey Ave., Germantown
PHILADELPHIA, PA.

CONTRACTORS AND DISTRIBUTORS PAGE

CERTIFIED INSULATION

The Asbestos Houses of the Northwest — Seattle, Tacoma, Portland — have established "C - I", or *Certified Insulation.*

This is the most progressive step taken in the insulation industry for some time.

The program is under the management of Asbestos Bureau, Inc., of 234 Securities Building, Seattle, Wash., with branch at 214 Henry Bldg., Portland, Ore.

"*Certified Insulation*" says the President of the Bureau, R. Tomlinson, "has become necessary because destructive competition has lowered the standards in our trade to the point where not only our own, but the owner's interests have been frequently sacrificed. Too often have asbestos insulation specifications been changed and jobs reduced to save a dollar today at the expense of ten dollars wasted in operating costs each decade thereafter."

Certified Insulation offers a means whereby, without additional expense, the owner can get his job of asbestos insulation *exactly* as it is specified. It gives him the opportunity of realizing one hundred cents on his insulation dollar.

The plan of *Certified Insulation* will lower costs by improving standardization and efficiency thruout the trade.

Further details concerning this *Certified Insulation* plan can be obtained from the Secretary of Asbestos Bureau, Inc., J. W. Clise, Jr., at the Seattle address.

NU-WAY FITTINGS NOW COME WITH CANVAS JACKET

Nu-Way Fittings, manufactured by C. Stanley Morgan of 445 W. Larned St., Detroit, Mich., are now being furnished complete with canvas jacket.

It is believed that this makes a better cover and its initial cost is no more than when the canvas jacket is not supplied. The jacket is pasted to only one half the cover, thus saving the labor cost of opening the fitting.

The inclusion of the canvas jacket seems to be an improvement in every way.

BUILDING

Contracts awarded during April totalled $336,925,200 for all types of new construction—somewhat under March.

There are however a few promising features; Metropolitan New York total for residential building, for instance, was $34,873,900 as compared with $26,550,000 in April of last year.

VERMONT ASBESTOS

HIGH GRADE FIBRE

MINED IN U. S. A.

CLEAN WELL OPENED FIBRE
PARTICULARLY ADAPTED TO
THE MANUFACTURE OF
QUALITY ASBESTOS PAPER

ALSO OTHER STANDARD GRADES

VERMONT ASBESTOS
CORPORATION
89 BROAD STREET
BOSTON - - - MASS.

FACT AND FANCY

Dyeing Asbestos.

Quite a bit of interest has been aroused by our query concerning the dyeing of asbestos yarn.

Andreykoviez & Dunk, Inc., 58 N. Front Street, Philadelphia, have made some experiments in dyeing asbestos yarns and would be glad to work out with manufacturers problems along this line.

G. Duckworth, Distributor of various Asbestos Products, in London, England, writes us that he has in his possession a large document wallet made from a closely woven Asbestos Cloth dyed Plum color. The wallet was made in Italy. Mr. Duckworth has had it for thirty years, but it is still in excellent condition and will give many more years' service. It is said to have retained its color to a remarkable degree, the inside of the pockets having a perfectly fresh appearance, but the outside, where slightly worn, having become slightly greyish. Mr. Duckworth thinks a demand might be created for wallets made from Asbestos for protecting important papers, and the effect of dyeing the asbestos cloth eliminates the objection of loose fibres clinging to one's clothing.

We believe a patent was issued by the U. S. Patent Office some time ago covering the dyeing of asbestos yarns.

Railway Sleepers of Asbestos Cement.

Just as enthusiasm is running high over asbestos auto bodies, comes a report, also from England, of experiments being made for manufacturing railway sleepers of Asbestos Cement material.

The experiments are being carried on by Eternit Company of Genoa, Italy, and it is claimed that the successful production of such a sleeper is merely a matter of time.

The advent of such an article would revolutionize the whole trade — in fact those working on the project say that there is not enough asbestos in sight to provide the world's railways with sleepers.

Cape Asbestos Company

Limited

LONDON AND SOUTH AFRICA

Pioneers in the mining and marketing of Blue and Amosite Asbestos

BLUE and AMOSITE ASBESTOS of all grades, suitable for:-

(a) Textiles,
(b) 85% Magnesia Coverings,
(c) Boiler and Bulkhead Blocks,
(d) Asbestos-Cement Pipes,
(e) Shingles

BLUE and AMOSITE ASBESTOS CLOTHS (Chemically pure) possess the highest insulating properties and are approved by the British Admiralty. They are also specially adapted for resistance to strong acids.

The Cape Asbestos Co Limited

Morley House 26-30 Holborn Viaduct London E.C.1.
Factory, Barking, Essex

The initial cost of the sleeper would probably be much higher than that of those now in use, but it is believed that the Asbestos cement sleeper will last forever.

We can't help but wonder whether this is a dream or did we actually hear of it.

At any rate the London "Sunday Express" reports it as fact.

A Metallic Asbestos House.

In Germany, they say, you can obtain cottages fabricated of standardized metal sections, with aluminum-asbestos insulation between the inner and outer walls.

The roof and outer walls are of copper, the ceiling and inner walls of sheet steel, and the aluminum-asbestos insulation between is said to do wonders in shutting out winter cold and summer heat.

The wall is 10 centimeters in thickness (3.9 inches) and is certified to absorb fluctuations in temperature to the same extent as would a brick wall 222 centimeters thick (87.4 in. or 7.28 feet.)

Screw bolts are used in joining together the sections of the metal house, and it is said that the entire building can be erected on a prepared foundation within 24 hours. The advertised cost in Germany is 3,800 marks or about $900. Copper men estimate the cost of a similar building here to be about $1,000. (Courtesy of World's Work.)

On the following page is a continuation of the Topical Index, begun in our April number. We have given it no heading because when the whole index has been published, many of our readers will wish to detach the pages from the rest of the magazine and fasten them together in booklet form.

If in looking over this index you come across an article which you would like to read and which you do not happen to have in your file, we can supply the copy containing it for the regular single copy price — 25c.

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ASBESTOS

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Raw Asbestos Distributors
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Sole U. S. A. Representatives

MARKET CONDITIONS

General Business.

The recession in April from the moderate March advance, was most disappointing to many people, altho the downward trend as a phase of the long upward swing had been forecast with fair accuracy. But:

"Surface fluctations," says Industrial Digest, are of less importance now than a strengthening of the foundation for eventual revival along wholesome lines. Hence it is that the week to week variations in volume of trade, while disappointing to those who had anticipated a definite upward trend, do not mean that nothing in the way of betterment is being accomplished.

Asbestos—Raw Material.

The first of two comments on the raw asbestos market says:

"Shipments of asbestos from Canada for the first four months of 1931 have shown a very considerable decrease from the 1930 figures. Production has been curtailed in keeping with the lower demand, with the result that stocks of asbestos on hand at the mines have shown little increase. At some mines stocks are lower. Generally speaking, manufacturers are no longer carrying any supplies of raw material and are depending on the mines to make prompt shipments against their requirements. Until recently the mines have been able to fill orders without delay, but due to the drastic curtailment of operations (in the Thetford Mines—Black Lake area only two plants were in operation during the first part of May, compared with eight during the major part of last year) it seems likely that a good deal of inconvenience will be occasioned. There are already some signs of a shortage in some grades, particularly No. 1 Crude and fibre testing 0-0-5-11 and shorter.

"This state of affairs has occurred on several different occasions in the past where manufacturers have placed orders for immediate requirements only, forcing producers to curtail their output to fit the demand. The result was that stocks at the mines diminished so that, when demand

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improved, producers were unable to keep pace with the increased calls upon them and several months elapsed before stocks were again built up and the mines were enabled to catch up on deliveries.

"If the present situation continues much longer, it is certain that a similar condition will develop. As stated above, the producers already find themselves unable to make immediate shipments on orders for grades testing 0-0-5-11 and shorter. A similar state of affairs exists in regard to No. 1 Crude. As time goes on, stocks of certain other grades will be exhausted, so that when the market demand begins to recover it will be found that there is an actual shortage of several types of fibre."

And the second:

"While there has been but little change in price on short grades of asbestos and crudes, there is a downward trend on Canadian spinning fibres. Trade is anything but brisk with spinners.

"The Canadian Mines in their anxiety to get whatever business is offered on spinning fibres are competing among themselves. There is a decided over production of spinning fibre but cutting prices does not mean more business.

"It is true that high prices of Canadian spinning fibre forced some of the 85% magnesia manufacturers to use Amosite and Blue Asbestos; this tonnage has been lost by Canada for some years past, but the price of Canadian Asbestos is almost to a point where 85% magnesia manufacturers may return to the use of Canadian fibre.

"Curtailment of production will stabilize the asbestos market more quickly than anything else."

Manufactured Asbestos Goods.

Textiles remain in a very upset condition. Fully one half the stagnation in this division of the industry lies in the indiscriminate price-cutting war indulged in by several manufacturers. Customers knowing of this price war are disinclined to place any orders as they do not know from day to day where the prices will be the next week—consequently they hold off.

Brake Lining. No complaint can be made about the *volume* of brake lining at the present time. Sales seem to

RUSSIAN ASBESTOS

for use in the Manufacture of

Moulded Brake Lining

Free of grit or talc—extremely strong

•

A grade of Russian Asbestos made especially for Moulded Brake Lining and very reasonable in price.

•

Write for Substantial Sample

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AMTORG TRADING CORP.
261 Fifth Avenue · New York, N. Y.

be off about 20% but, considering that the automotive industry as a whole is off 33-1/3%, this is not such a bad situation. The real difficulty seems to hit deeper than that and concerns the radical split between Molded Lining and Woven Lining. There are at least ten different brands of Molded Lining on the market, all competing with each other. Each new Molded Lining finds its adherents, making it difficult for salemen and manufacturers alike.

Packings suffer along with the general business depression and the volume seems to have stagnated about on a line with the December and January level.

The general outlook on the Asbestos situation as a whole is extremely uncertain but when conditions look the least promising, as they certainly do at present, the upturn should not be far off.

Insulation. High Pressure. Total sales of high pressure insulation have fallen off to a marked extent, but owing to the fact that practically all important consumers of these goods are under firm contracts for the entire year, there has been no change in the price situation and probably will be no change, due to the fact that costs have not been affected to any extent by the depressed prices prevailing in most commodity markets.

Low Pressure shows quite a little increase, which is especially encouraging at this time of the year as it cannot be called seasonal by any stretch of the imagination.

Paper is very slow, with prices about as usual.

Millboard even slower, but prices fairly firm.

Asbestos Cement Products. An improvement in volume is noticeable in the shingle market. This is, of course, seasonal, but encouraging nevertheless.

Little or no change is noticeable in the flat sheet market, both volume and prices being fairly steady.

Corrugated shows more volume, partly because of increased government work, where large quantities of this material are used from time to time, partly due to the lower prices being quoted, bringing the price nearer to the corrugated iron level.

NOTE: The above represent the opinions of various men in the Industry, closely in touch, day by day, with the several markets. If your ideas differ, let us have your comments.

AMERICAN ASBESTOS COMPANY

Manufacturers of
Asbestos Textiles

NORRISTOWN, PA., U. S. A.

Headquarters for
Yarns, Cloth, Tapes, Fibres, Brake Linings and Textiles Generally

WRITE FOR PRESENT PRICES

PRODUCTION STATISTICS

Africa (Rhodesia).

(Statistics published by Rhodesia Chamber of Mines).

	February 1931 Tons (2000 lbs.)	Value		
Bulawayo District				
Nil Desperandum (Afr. Asb. Mfg. Co.)	535.00	£10,637	10	..
Pangani (Filabusa Asb. Co. Ltd.)	64.30	1,286	..	10
Recompense 1 (J. S. Hancock)	11.74	146	15	5
Shabanie (Rho. & Gen. Asb. Corp. Ltd.)	3,238.23	64,764	12	.
Lomagundi District				
Ethel (Rho. Chrome & Asb. Co. Ltd.) Adjustment March 1929 to Jan. 1930	9.65	2,875	18	5
Victoria District				
King (Rho. & Gen. Asb. Corp. Ltd.)	140.62	2,812	8	.
King declared from reserve stock	515.25	10,305	.	
Gath's (Rho. & Gen. Asb. Corp. Ltd.)	150.74	3,014	18	.
Regina A (Afr. Asb. Mfg. Co. Ltd.)	54.00	1,020	..	.
	4,719.53	£96,863	2	8
February 1930	*4,125.57*	*£83,887*	*13*	7

Africa (Union of South).

(Statistics published by Dept. of Mines & Industries of U. S. A.)

	February 1930 Tons (2000 lbs.)	Value	February 1931 Tons (2000 lbs.)	Value
Transvaal				
Amosite	285.30	£ 3,366	99.40	£ 3,366
Chrysotile	838.50	12,560	802.00	12,560
Cape				
Blue	457.34	11,525	479.02	11,525
	1,581.14	£27,451	1,380.42	£27,451

The Department of Mines and Industries, at our suggestion, has very kindly supplied us with a tabulation for production in the Union of South Africa during 1930, divided as to grades:

	Tons (2000 lbs.)
Crude No. 1	86.30
Crude No. 2	140.15

ASBESTOS

Crude run of mine	50.50
Spinning Fibre	1,055.75
Shingle Fibre	4,525.05
Paper Stock	961.00
Millboard Stock	3,700.00
Canada.	10,518.75

(Statistics published by Dominion Bureau of Statistics).

February 1931	13,147 tons (2000 lbs.)
February 1930	16,112 tons (2000 lbs.)

Little Lessons in Selling

WHAT IS "PRESSURE" IN SELLING?

By John T. Bartlett

A salesman can use so much pressure on a prospect that, whether he makes the sale or loses it, there are sad consequences. Buying, the customer later realizes he was driven into purchase, and there's ill will or suspicion. Failing to buy, he is antagonized by the salesmanship used.

However, pressure is highly important in selling. Knowing how to use it is one of the most important things in the salesman's stock in trade .

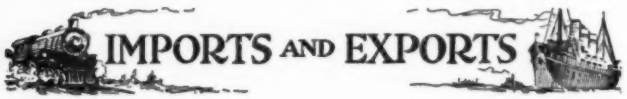
There is pressure when, in the salesman's mind, there is an active dynamic, determination that the prospect shall buy. There is pressure when there is *confidence* the prospect will buy.

An old salesman stated a great truth when he said "Expect that your prospect is going to buy, and expect with all your faculties, and it is almost impossible for him not to buy." That is another kind of pressure.

Determination, confidence, expectation, are vital in salesmanship. A master salesman always possesses them; he learns how to handle himself so that he possesses these qualities. With them he has *pressure,* and makes sales.

There must be a nice judgment, which tells the salesman how far to go in exercising pressure; when it will be effective to do so, and when a mistake. However, this writer feels that the dangers of high pressure in salesmanship are grossly exaggerated, to this extent—that sales lost by high pressure methods are paltry compared with the sales lost by low pressure methods, which, often, is another term for weak selling.

ASBESTOS



Imports into U. S. A.

Unmanufactured Asbestos.

	March 1930 Tons (2240 lbs.)	March 1930 Value	March 1931 Tons (2240 lbs.)	March 1931 Value
Africa (Br. S.)	81	$ 12,919	104	$ 9,864
Canada	16,277	512,349	10,322	314,445
Germany	..	...	19	2,042
Italy	1	743	11	1,379
Russia	..	...	1,331	60,071
United Kingdom	2	621	37	6,372
	16,361	$526,632	11,824	$394,173
Tabulation of Crude Only:				
Africa (Br. S.)	81	12,919	104	9,864
Canada	166	62,915	132	24,472
Germany	..	...	19	2,042
Italy	1	743	11	1,379
Russia	..	...	1,331	60,071
United Kingdom	2	621	37	6,372
	250	$77,198	1,634	$104,198
Other Grades:				
Mill Fibre (Canada)	5,151	281,045	3,950	193,635
Lower Grades (Canada)	10,960	168,389	6,240	96,340
	16,111	$449,434	10,190	$289,975

Manufactured Asbestos Goods:

	March 1930 Pounds	March 1930 Value	March 1931 Pounds	March 1931 Value
Yarn—				
Germany	1,102	$ 667	...	...
United Kingdom	3,155	1,882	...	...
Fabrics, Woven—				
Canada	15	60	30	5
Italy	..	..	10	38
United Kingdom	1,869	1,246	..	..
Packing, Fabric—				
United Kingdom	...	...	2,236	1,398
Packing, not Fabric—				
Austria	630	529	250	101
France	94	98	...	...
Germany	232	178	427	84
United Kingdom	9,579	4,798	22,624	3,536

ASBESTOS

	March 1930 Pounds	March 1930 Value	March 1931 Pounds	March 1931 Value
Brake and Clutch Lining—Woven				
Canada	...	...	25	12
Germany	...	...	5,400	1,076
Brake and Clutch Lining—Molded, Pressed or Formed				
Canada	...	...	15	12
Pipe Covering and Cement—				
United Kingdom	...	...	29,290	3,555
Shingles, plain—*				
Belgium	504,885	7,161	209,108	2,998
France	...	...	170,050	2,146
Netherlands	25,822	309	...	...
Shingles, colored, etc.—				
France	...	...	28,200	395
* 1930 figures for shingles not divided as to plain or colored.				
Lumber of Asbestos Cement—				
Austria	17,600	5,159	...	...
Italy	11,754	317	...	...
Articles in part of Asbestos, not decorated, impregnated, etc.—				
France	...	...	2,050	61
Italy	...	...	26,984	661
United Kingdom	...	...	3,150	69
Articles in part of Asbestos, Impregnated, colored, etc.—				
France	...	...	7,899	217
Paper and Millboard—None.				
Other Manufactures—				
Canada	20	6	..	..
France	24	165	..	..
Germany	117	37	62	37
United Kingdom	20	18	..	..
Exports from U. S. A.	*576,918*	*$22,630*	*507,810*	*$16,401*

Exports of unmanufactured asbestos during the month of February[1] 1931 amounted to 201 tons valued at $16,574; compared with 8 tons, valued at $2,607. in February 1930.

Exports of Manufactured Asbestos Goods:

	February[1] 1930 Pounds	February[1] 1930 Value	February[1] 1931 Pounds	February[1] 1931 Value
Paper, Mlbd. and Rlbd.	160,764	$14,626	121,719	$11,884
Pipe Covering and Cement	520,612	30,205	140,426	6,382
Textiles, Yarn & Packing	123,769	85,974	105,253	59,171
Brake & Clutch Lining	391,009[2]	85,992	...	...
Molded and Semi-Molded	...	...	...	11,407
Not Molded	...	...	330,859[2]	67,112
Magnesia & Mfrs. of	587,294	34,683	247,241	12,641
Asbestos Roofing	7,137[3]	35,391	3,975[3]	18,547
Other Manufactures	333,065	41,322	223,283	22,057

[1] Exports one mo. behind imports. [2] Lin. Ft. [3] Squares.

ASBESTOS

Exports of Raw Asbestos from Canada.

	March 1930		March 1931	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
United Kingdom	170	$ 31,256	205	$ 12,920
United States	6,193	399,084	5,403	261,621
Australia	40	3,600	4	260
Belgium	396	20,850	190	12,550
France	380	26,300	163	10,170
Germany	91	16,684	88	9,975
Italy	332	27,240	313	36,860
Japan	1,175	67,700	260	17,180
Mexico	...	...	25	1,750
Netherlands	44	1,980	...	...
Spain	..	...	22	990
	8,821	$594,694	6,673	$364,276
Sand and Waste—				
United Kingdom	91	2,137	30	435
United States	12,439	179,064	7,886	112,713
British India	60	750	..	..
Belgium	140	2,505	..	..
France	60	1,500	..	..
Germany	60	1,500	..	..
Italy	22	550	..	..
Japan	5	125	20	500
Netherlands	126	3,150	..	...
Spain	...	...	10	200
	13,003	$191,281	7,946	$113,848
	21,824	$785,975	14,619	$478,124

Imports and Exports by England.

Imports of Raw Material.	March 1930		March 1931	
	Tons (2240 lbs.)	Value	Tons (2240 lbs.)	Value
From Rhodesia	980	£40,847	792	£24,223
From Canada	260	6,627	199	3,074
From Other Countries	712	22,807	630	21,130
Total	1,952	£70,281	1,621	£48,427
Re-Shipments	109	3,156	66	1,841
Exports of Manufactured Asbestos Goods:				
To Netherlands	45	£ 4,624	38	£ 3,656
To France	36	5,250	74	5,183
To United States of America	6	1,977	2	984
To British India	938	17,596	503	10,321
To Australia	28	4,043	11	2,400
To Other Countries	1,113	73,483	1,390	56,960
	2,166	£106,973	2,018	£79,504

New Products

(Or Variations of Old Ones)

Samples of the articles described may be obtained by addressing the manufacturers thereof.

Three New Items by Thermoid.

Thermoid Rubber Company engineers at Trenton, N. J., have just released a new Heavy Duty Clutch Ring, especially designed for high speed truck and bus and industrial purposes. The heat resisting qualities of this ring are claimed to be very high and a long series of gruelling tests have shown it to be particularly free from glazing, swelling, grabbing and slipping. The ring has a high asbestos content, being made of plies of asbestos fabric impregnated with special compounds and welded together into one homogeneous mass.

A special brake lining segment for replacement use on the American Cable Company's "True-Stop" brakes is another new article made by the Thermoid Rubber Company.

The third is a new type of car heater hose, of high quality. This, however, does not contain asbestos.

Thermoid has also adopted a carton for its asbestos sheet packing, this for the convenience of garages and repair shops.

Asbestos Fibre

for the manufacture of

Roofing Cements · Fibrous Paints
Filtration Packings
Asbestos Shingles and Lumber
Insulating Cements
Asbestos Paper · Pipe Coverings
Asbestos Millboard
High Temperature Cements

THE QUEBEC ASBESTOS CORPORATION

Office and Mines
EAST BROUGHTON, PROVINCE *of* QUEBEC
CANADA

Two New Packings—By the Crandall Packing Company.

Two new packings have recently been developed by the Crandall Packing Company of Palmyra, N. Y. The first is Crandall Double Duty No. 428 Coil, a square braided packing constructed of asbestos and flax treated with Crandall's special heat resisting compound known as Luball, or supplied in dry state. This particular packing is especially designed for use on hot or cold water and hydraulic services.

Crandall Helios Marine Packing has also been recently placed on the market, this packing being constructed of asbestos with a wearing surface of anti-friction metal and is so designed that it is impossible for the metal to separate from the asbestos, altho the slightest pressure of the gland forces the metal on to the rod. It is a perfect packing for ammonia, steam and hydraulic work, and is furnished in either ring form known as Crandall 507; spiral form Crandall 508, or coil form Crandall 509.

A New Flexible Molded Brake Lining
By United States Rubber Company.

A new flexible molded brake lining has just been announced by the Tire Department of the U. S. Rubber Company, Detroit. This lining, known as "U. S. Royal Master Latex Bonded", is characterized by a marked increase in heat resistance and to the effects of water. Squealing is said to be eliminated under both wet and dry conditions, due to the smoothness with which the braking surface adjusts itself to the drum.

In the manufacture of this lining, carefully selected asbestos is bonded with latex, the milk-like fluid of the rubber tree, producing a product of marked uniformity and giving an even coefficient of friction in all weathers thruout the life of the lining. Due to its great density and strength, it is able to resist hot brake drums without swelling and without scoring. Tests over a period of months and under all kinds of road conditions have shown this lining to have outstanding wearing qualities.

The new type of brake lining is easily installed, coming in rolls made of 4 coils, each 13½ feet long. The

lining is so flexible that it can be fitted to any size drum and it is necessary to stock coils only in 8 to 12 different sizes in order to service all the cars on the road. As a result of this, it is possible to hold inventories down to a minimum, doing away with the need of carrying a multiplicity of sets required to service cars using rigid segments of brake lining.

An outstanding characteristic of the latex bonded molded lining is that it retains its flexibility without aging on the shelf, but, when applied to the shoe, turns into a rigid segment when it comes in contact with the hot brake drum.

ASBESTOS STOCK QUOTATIONS

			April 1931		
	Par	Div.	High	Low	Last
Asb. Corp. (Com.)	np	–	.45	.40	.40
Asb. Corp. (Pfd.)	100	7	1.50	1.00	1.00
Carey (Com.)	100	8	No Sales		
Carey (Pfd.)	100	6	118	118	118
Certainteed (Com.)	np	–	6⅛	3½	3½
Certainteed (Pfd.)	100	7	25	15	25*
Garlock Packing (Com.)	np	–	16⅝	15½	15½
Garlock Pkg. (10 yrs.)	100	6	95	90	90
Johns-Manville (Com).	np	3	70	43⅞	46⅛
Johns-Manville (Pfd.)	100	7	126	117½	117½
Raybestos-Manhattan Inc. (Com.)	np	–	27¾	20⅞	22
Ruberoid (Com.)	np	4	38¼	35	37½
Thermoid (Com.)	np	–	6¾	4⅛	4¼
Thermoid (Pfd.)	100	7	42	41	41¾
Thermoid (Bonds)	100	6	76	66⅝	67

*Asked.

AUTOMOBILE PRODUCTION

Production of Automobiles in the United States and Canada during March 1931 was 289,334, this including passenger cars, trucks and taxicabs. This was somewhat lower than March 1930, when the total production was 417,118.

The March 1931 figure, however, was an increase over February 1931, when 219,939 motor vehicles were produced.

Total for the first quarter of 1931 was 697,491, compared with 1,046,689 in 1930.

CYPRUS ASBESTOS

A true Chrysotile fibre of great tensile strength, exceptionally clean and well graded, suitable for the manufacture of—

Asbestos-cement pipes, sheets and shingles
Asbestos millboard
Moulded brake lining
Etc., etc.

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NEWS OF THE INDUSTRY

Birthdays. The following gentlemen have our congratulations and best wishes on the occasion of their birthdays: Sumner Simpson, President, Raybestos-Manhattan, Inc., Bridgeport, Conn., May 17th; C. W. Bunker, Treasurer and General Manager, Multibestos Co., Walpole, Mass., May 19th; Charles E. Barnhardt, President, Carolina Asbestos Company, Davidson, N. C., May 19th; W. C. Fisher, Treasurer, Russell Mfg. Co., Middletown, Conn., May 23rd; M. B. Barkley, President General Asbestos & Rubber Company, North Charleston, S. C., May 27th; M. S. Sprague, 2nd Vice President, Plant Rubber & Asbestos Works, San Francisco, Calif., May 29th; F. H. Shipe, President, Asbestos Covering & Roofing Company, Washington, D. C., May 31st; Chester H. Braselton, President, Worldbestos Corporation, Paterson, N. J., June 14th; W. R. Seigle, Chairman of the Board, Johns-Manville Corporation, 292 Madison Avenue, New York City, N. Y., June 14th.

Johns-Manville Corporation, has adopted a deferred payment plan under which home owners may purchase Johns-Manville building materials and spread the payments over periods ranging from six months to two years. Previously dealers had to arrange to finance home owner customers themselves or home owners had to pay cash in full. Under the new plan a home owner can make extensive additions and repairs and receive financing accommodations from Johns-Manville, on the company's materials and on the whole contract. The company will make its own collections and all the legal details of the operation will be handled by its own legal department.

The Johns-Manville Corporation and subsidiaries report for the three months ended March 21st, net profit after expenses and federal taxes, of $230,110, equal after preferred dividends to 13 cents a share on the common stock, compared with $741,630, or 81 cents a share last year.

Fred Sprinkmann & Sons, Inc., Insulation Contractors of Milwaukee, Wis., have a new address but the same location. The renumbering of streets in Milwaukee, makes their new address 116 S. Second Street. The former address was 68-70 Reed Street.

"Asbestos Mines of South Africa & Rhodesia," by A. G. Boyden, appears in the April 17th issue of the Canadian Mining Journal. The article is well written and comprehensive.

"The Havelock Asbestos Mine," is described rather fully in an article under that name which appeared in the March 21st issue of the S. A. Mining & Engineering Journal.

Universal Asbestos Manufacturing has been registered as a private company, with a nominal capital of £50,000 in £1 shares to acquire not less than 90% of the issued share capital of

Richardson Building Supplies and to carry on the business of spinners, manufacturers of asbestos goods, etc. Directors are: S. E. Beeson, A. P. Hurden and Evelyn Hurden. Registered office Handcraft Works, Tolpits Lane, Rickmansworth.—*India Rubber Journal.*

The Russell Manufacturing Company of Middletown, Conn., held a "Brake Clinic," at the Mayo Hotel, Tulsa, Okla., recently, more than 300 garage men, fleet owners and purchasing agents being in attendance. The meeting was sponsored by the Stone Bearing Company, Rusco Brake Lining distributors in Tulsa, and C. G. Stone, president of that organization, presided.

Asbestos-Talc Products Company of Burlington, Wash., resumed work in its asbestos mine on April 1st, after a three month layoff for repairs.

J. H. Forman, former newspaperman, has accepted the position as sales manager. Dr. W. L. Jackson is president of the company and C. R. Buck is Secretary-Treasurer.

George MacLellan & Co., Ltd., Glasgow. For seven successive years the employees of George MacLellan & Company have enjoyed the pantomimes at the Princess Theatre, Glasgow. This year the pantomime was "Tammy Toorey Tap," and was attended by 352 of the employees on April 10th, including the chairman and father of the firm, Peter MacLellan, Esq., S. P., Directors Kenneth and George A. MacLellan, Secretary D. M. Reid, and Works Manager D. Todd.

Football is a diversion of the MacLellan employees. On March 3rd MacLellan's team beat Scottish Dyers and Printers, Ltd., Edinburgh, by 5 to 4. After the match the Edinburgh visitors were entertained at tea, presided over by Kenneth MacLellan and followed by a dance in the Welfare Club Recreation Rooms.— *Courtesy of India Rubber Journal.*

The Garlock Packing Company, Palmyra, N. Y., reports for the year ended December 31st, 1930, net profit of $424,966, after interest, amortization, federal taxes and other charges, equivalent to $2.10 a share on 201,645 shares of no-par stock. In 1929, net profit, including earnings of a subsidiary company acquired April 19, 1929, was $814,126, or $4.03 a share.

Russell Mfg. Company, Middletown, Conn., announces the appointment of the following jobbers to handle their complete line of brake linings and more than 400 other automotive fabric products: J. W. Butts, 198 Church Street, Poughkeepsie, N. Y., Genuine Auto Parts, 410 Washington St., Utica, N. Y., L. E. Pin, 22-26 Railroad St., Holyoke, Mass.

Diedisheim & Company, Les Carrieres Reunies "Amiante," formerly located at 23 Rue Saint Lazare, Paris, have moved to 9 Rue Bourdaloue.

Philip Carey Company. H. W. Grieder, for several years engaged in a fellowship on magnesia products at the Mellon Institute of Industrial Research, Pittsburg, Pa., has been appointed director of research for the Philip Carey Mfg. Company at Lockland, Ohio, where a new laboratory is under construction.

ASBESTOS YARN MACHINERY

"Smith-Furbush"

"Proctor" Asbestos Dryers

PROCTOR & SCHWARTZ, INC.

Formerly Smith & Furbush Machine Co.

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High-Grade Asbestos Textiles

CARDED FIBRES
YARNS. CORD, MANTLE YARNS
PLAIN AND METALLIC CLOTHS
BRAIDED AND WOVEN TAPES
BRAIDED TUBINGS
WOVEN SHEET PACKINGS
WOVEN BRAKE LININGS
GLOVES, MITTENS, LEGGINS
GASKETS, SEAMLESS AND JOINTED
PACKINGS, STEM AND HIGH PRESSURE
WICK AND ROPE

ASBESTOS FIBRE SPINNING COMPANY

NORTH WALES, — PENNA.

Ehret Magnesia Mfg. Company of Valley Forge, Pa. Alvin M. Ehret, Sr., has retired from the Presidency of the Ehret Magnesia Mfg. Company, after having been active for thirty-five years as a manufacturer of Magnesia Products. Mr. Ehret served as Vice President and General Manager of the Company for seventeen years, and as President for the last eighteen years. At the annual meeting of the Stockholders, held recently, Alvin M. Ehret, Jr., was elected President, John P. DuBois and H. E. Howell Vice-Presidents. Russell E. Crawford retains the office of Secretary.

Alvin M. Ehret, Jr., has been with the Company for the past five years, during which time he has acted as Treasurer and Vice President. John P. DuBois has been connected with the Company for seventeen years and has been in charge of sales for the past eleven years. H. E. Howell's connection dates back to 1919, he having been in charge of Purchases for the past six years. Russell E. Crawford came with the Company in 1919 and has held the office of Secretary since 1920.

Turner & Newall, Ltd. Within the last few months the quotation for the Ordinary Shares of Turner & Newall, Ltd., has suffered a severe slump which has been accentuated during the last two or three weeks. A few months ago the quotation was around about 60/- per share; today (April 22nd) the stock market quotation is 29/0. No doubt the bogey of the Russian Asbestos situation is responsible for much of this fall but not altogether so. The universal industrial depression is hitting this country very badly, as the statistics amply demonstrate and exports to foreign countries on which the business of England mainly depends, have been reduced to the lowest position for many years past.

Asbestos Corporation Limited. Charles Conner, Lincoln Park Arms, 2738 Pine Grove Avenue, Chicago, Ill., has been appointed a representative of Asbestos Corporation Limited, in a territory which includes the States of Illinois, Wisconsin and Indiana. Mr. Conner has had considerable experience in the asbestos field, having formerly been associated with the United States Asbestos Company of Illinois.

Louis W. Breves, 2501-2551 West 3rd Street, Cleveland, Ohio, has been appointed a representative of Asbestos Corporation, Ltd., in the Cleveland District. He will cover the State of Ohio and also the City of Detroit, Mich. Mr. Breves is well known in the asbestos industry, having been connected with the Arco Company of Cleveland for a number of years before going into business for himself and forming the firm of Breves-Schriner Company. Mr. Schriner recently retired from the business and the firm is now known as The Louis W. Breves Company.

W. A. Janitch has been appointed a representative of Asbestos Corporation Ltd. in Great Britain, with headquarters in London at No. 10 Cullum St., Fenchurch St., London E. C. 3. Mr. Janitch has been associated with the asbestos industry for many years, his first position having been with Consolidated Asbestos Limited, prior to their amalgamation with Asbestos

Corporation, as manager of their Federal Mine. He joined the staff of Asbestos Corporation in 1926 but resigned in 1929 to accept the position of General Manager of the Vermont Asbestos Corporation. Private affairs necessitated his return to England at the end of 1930. His connection with the asbestos industry continues, however, and his extensive mining and milling experience and his intimate knowledge of the production of asbestos will be of considerable assistance to the manufacturers in his territory.

G. A. MacArthur Company. Effective May 5th, 1931, the Twin City Pipe Covering Company has changed its corporate name to G. A. McArthur Company. The address of the company is, as previously, 2387 Hampden Avenue, St. Paul, Minn.

PATENTS

Production Friction Elements. No. 1,790,944. Granted on February 3rd to Izador J. Novak, Bridgeport, Conn., assignor to Raybestos-Manhattan, Inc. Filed March 7, 1928. Serial No. 259,928.

A process which comprises mixing hexamethylenetetramine cresylic acid and a modifier to produce a potentially reactive unreacted thinly fluid mixture saturating a fibrous base therewith, subjecting the saturated base to heat in a close container while preventing substantial loss of vapors, to initiate reaction and partial hardening, continuing said heat in said close container until the saturated base shows marked plasticity and thereafter curing said saturant to a substantial insoluble unusable state by subjecting the saturated base to a higher temperature.

Sheet Packing Rack. No. 1,793,766. Granted on February 24th to John H. Victor, Chicago, Ill., assignor to Victor Mfg. & Gasket Company. Filed December 17, 1926. Serial No. 155,462. Description upon request.

Apparatus for Making Corrugated Sheets. No. 1,794,435. Granted on March 3rd to Fred W. Barth, Lansdale, Pa., assignor to Ambler Asbestos Shingle & Sheathing Company. Filed September 20, 1929. Serial No. 393,921.

Described as in a machine for forming a sheet of plastic material, to a desired shape, the combination with a support the operating face of which conforms to the desired shape and on which the sheet is received, a second support and a plurality of shape forming devices mounted thereon, the two supports being relatively movable towards and away from each other enabling said devices to coact with the sheet, said devices being mounted on said second support independently of each other.

Design for Shingle Roofing. Design No. 83,624. Granted on March 10th, to John W. Ledeboer, Ambler, Pa., assignor to Ambler Asbestos Shingle & Sheathing Company. Filed Jan. 16, 1930. Serial No. 34,151. Term of Patent, 14 years.

TRADE MARKS

Beibel Roofing Co., Belleville, Ill., and picture. Serial No. 310,328. For asbestos shingles and roofing material, including

sheet and roll roofing and asphalt roofng. Passed on April 7th.

Victor. Serial No. 305,460. Victor Mfg. & Gasket Co., Chicago, Ill. For Gaskets and parts thereof, Compressed Asbestos Sheets, Asbestos Millboard Sheets, etc. Passed on April 7th.

The Colossus Industries, Inc. Serial No. 311,773. The Colossus Industries, Inc., Shreveport, La. For various packings and gaskets. Passed on April 28th.

Challenge. Serial No. 311,687. Frederick A. Lachance, doing business as Imperial Rubber Co., New York City. For asbestos and rubber hose and various other hose. Passed on April 28th.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912,

Of "ASBESTOS" (Insert title of publication.) published monthly (State frequency of issue.)

at Philadelphia, Penna. (Name of post office and State where publication is entered.) for April 1, 1931 (State whether for April 1 or October 1.)

STATE OF Pennsylvania
COUNTY OF Philadelphia

Before me, a Notary Public in and for the State and county aforesaid, personally appeared A. S. Rossiter, who, having been duly sworn according to law, deposes and says that he is the Editor (State whether editor, publisher, business manager, or owner.) of the "ASBESTOS" (Insert title of publication.) and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 411, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

	Name of—	Post office address—
Publisher	Secretarial Service	1701 Winter St., Phila., Pa.
Editor	A. S. Rossiter	Blue Bell, Pa.
Managing Editor	A. S. Rossiter	Blue Bell, Pa.
Business Managers	None	

2. That the owner is: (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding one per cent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a firm, company, or other unincorporated concern, its name and address, as well as those of each individual member, must be given.)

C. J. Stover, 130 Summit Ave., Jenkintown, Pa.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.)

None

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is.....
(This information is required from daily publications only.)

A. S. Rossiter
(Signature of editor, publisher, business manager, or owner.)

Sworn to and subscribed before me this 2nd day of April 1931

[SEAL.]

Rem-Baptiste Lutz
(My commission expires March 2, 1933.)

Form 3526.—Ed. 1928.

NOTE.—This statement must be made in duplicate and both copies delivered by the publisher to the postmaster, who shall send one copy to the Third Assistant Postmaster General (Division of Classification), Washington, D. C., and retain the other in the files of the post office. The publisher must publish a copy of this statement in the second issue printed after it is filed.

POSTMASTER: BE SURE TO READ AND CAREFULLY OBSERVE INSTRUCTIONS ON THE OTHER SIDE.

THIS AND THAT

The verses appearing on the back cover were sent us by W. N. Ennis of the Asbestos Survey Bureau, New York City.

The American Society of Testing Materials will hold its annual meeting at The Stevens, in Chicago, June 22nd to 26th. In conjunction with the meeting it has planned an exhibit of equipment and apparatus used in the testing of materials and products, and recording and control equipment used in testing. The Exhibit will afford the Society membership and others an opportunity to acquire first-hand knowledge of available equipment, especially of newer types and developments.

Committee D-13 of the American Society of Testing Materials is considering revisions in specifications for asbestos tape for electrical purposes. Report on this will be presented on June 23rd at the Fifth Session of the Annual meeting of the A. S. T. M.

The most attractive advertising folder we have seen lately is the eight page one in green, black and white, being distributed by the Ehret Magnesia Mfg. Co. of Valley Forge, Pa. It features the three forms of Ehret's 85% Magnesia.

A deposit of asbestos in Panama is the latest. Said to contain a very good grade of Chrysotile Crude similar to Canadian.

You have read pages 43 and 45, telling of some of the new asbestos products recently developed. All Asbestos firms are requested to keep us advised of new developments in asbestos materials, and photographs will be published if furnished.

We are in the market for

Metallic Yarn or any other grades of Asbestos Waste

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ASBESTOS SHINGLES
- Tapered American Method
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- Smooth Surfaced

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- Commercial Paper
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  - Aristo Brand
  - Imperial Brand
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  - Watcocel Brand
  - Anti-sweat Brand
- Lagging Blocks
  - Aristo Laminated
  - Imperial Brand
  - Celasbestos Brand
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- Units
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- Smooth-surfaced
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- Kraft Building Papers
- Asphalt Coated
- Tarred Slaters Felts
- Red Sheathing
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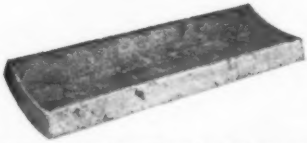

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BRANCH OFFICES

NEW YORK PHILADELPHIA CHICAGO

REPRESENTATIVES

IN ALL PRINCIPAL CITIES AND COUNTRIES

All in the State of Mind

If you think that you are beaten, you are:
  If you think that you dare not, you don't,
If you'd like to win, but you think you can't,
  It's almost a "cinch" you won't.

If you think you'll lose, you've lost,
  For out in the world you find,
Success begins with a fellow's will:
  It's all in the state of mind.

Full many a race is lost,
  Ere even a step is run,
And many a coward fails
  Ere even his work's begun.

Think big, and your deeds will grow.
  Think small, and you'll fall behind.
Think that you can, and you will;
  It's all in the state of mind.

If you think you're outclassed, you are;
  You've got to think high to rise;
You've got to be sure of yourself before
  You can ever win a prize.

Life's battles don't always go
  To the stronger or faster man;
But soon or late the man who wins
  Is the fellow who thinks he can.

The Robinson Press
Hatboro, Pa.